

Message Text

LIMITED OFFICIAL USE

PAGE 01 STATE 146157
ORIGIN COME-00

INFO OCT-01 ARA-10 ISO-00 EB-07 /018 R

DRAFTED BY COMM/BIC/OED/SIPS/JTHARDISTY/SG
APPROVED BY EB/OCA/CD:REDAY
COMM/BIC/OED/SIPS/SSLEON
COMM/BIC/OED/OBOD/RECOHEN
STATE/ARA/AMD/JCHAMBERLAIN
ARA/ECP:DTAHER(PHONE)

-----061632 231758Z /50

O 231729Z JUN 77
FM SECSTATE WASHDC
TO AMEMBASSY LIMA IMMEDIATE

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E.O. 11652: NA

TAGS: BEXP, PE

SUBJECT: PRODUCT OPPORTUNITY - FIRE FIGHTING EQUIPMENT
FOR CUERPO GENERAL DE BOMBEROS VOLUNTARIOS DEL PERU

REF: USDOC 11607; LIMA 4640

1. (U.) THE FOLLOWING LETTER WAS SENT FROM UNIVERSAL
FUNDING, INC. AND WAS SUBSEQUENTLY PROVIDED BY VIP
INTERNATIONAL TO SIPS GROUP OF USDOC FOR TRANSMISSION TO
EMBASSY.

DEAR SIR:

THE FOLLOWING HAS BEEN SENT TO CONRESERSA IN PERU:

THIS LETTER WILL SERVE AS OUR VERIFICATION THAT WE ARE
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WORKING IN ASSOCIATION WITH VIP INTERNATIONAL TO NEGOTIATE
A LOAN FOR PERU FOR THE FOLLOWING PROJECTS:

1. CIVIL DEFENSE PROJECT - 50 MILLION
2. GEONPET (3 REFINERIES) - 10 MILLION, 500 THOUSAND
3. SPECIAL PROJECTS - 40 MILLION

IF THERE ARE ANY QUESTIONS, PLEASE FEEL FREE TO CALL US.

YOURS SINCERELY,
UNIVERSAL FUNDING, INC.
J.E. HENNIG, PRESIDENT

2. BEGIN LIMITED OFFICIAL USE. THE ABOVE LETTER WAS IN RESPONSE TO A REQUEST FROM CONRESERSA THAT A LETTER BE PROVIDED TO THEM AND THE EMBASSY DEFINING THE 1) ASSOCIATION OF UNIVERSAL FUNDING WITH VIP INTERNATIONAL, 2) EXPERIENCE UNIVERSAL FUNDING HAS HAD IN SIMILIAR FOREIGN FINANCING ARRANGEMENTS AND 3) U.S. BANK TO BE USED BY

UNIVERSAL FUNDING FOR THIS TRANSACTION. HENNIG STATED TO SIPS THAT BOARD OF DIRECTORS OF UNIVERSAL FUNDING FELT THAT ONLY POINTS CONTAINED IN THEIR LETTER SHOULD BE PROVIDED BY THEM AT THIS TIME.

3. IN LIMA REFTTEL, MENTION IS MADE THAT CREDIT LYONNAIS IS FINANCING OFFER BEING SUBMITTED BY CAMIVA OF FRANCE. ARE TERMS OF OFFER AVAILABLE TO EMBASSY AND, IF SO, COULD THEY BE PROVIDED TO SIPS? BECAUSE OF THE UNWILLINGNESS OF U.S. COMMERCIAL BANKS TO CONSIDER ADDITIONAL EXPOSURE IN PERU AT THIS TIME AND THE REQUIREMENT OF THIS TENDER FOR A 3 YEAR GRACE PERIOD, SIPS IS CONCERNED THAT TERMS OF FINANCING PROVIDED BY UNIVERSAL FUNDING MAY BE LIMITED OFFICIAL USE

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FAR FROM WHAT HAD BEEN EXPECTED BY PERUVIANS AND POSSIBLY LESS FAVORABLE THAN FRENCH OFFER. FYI: SIPS SI

ENCOURAGING YOUNG TO EXAMINE ALTERNATIVE SOURCES OF FINANCING IN CASE ARRANGEMENT WITH UNIVERSAL FUNDING DOES NOT MATERIALIZE. CHRISTOPHER

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 23-Jun-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977STATE146157
Document Source: CORE
Document Unique ID: 00
Drafter: BIC/OED/SIPS/JTHARDISTY/SG
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770225-0053
Format: TEL
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770626/aaaaawng.tel
Line Count: 100
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: b100cf77-c288-dd11-92da-001cc4696bcc
Office: ORIGIN COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 77 LIMA 4640
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 31-Mar-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2055329
Secure: OPEN
Status: NATIVE
Subject: PRODUCT OPPORTUNITY - FIRE FIGHTING EQUIPMENT FOR CUERPO GENERAL DE BOMBEROS VOLUNTARIOS DEL PERU
TAGS: BEXP, PE
To: LIMA
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/b100cf77-c288-dd11-92da-001cc4696bcc
Review Markings:
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